

**REGULAR MEETING OF THE COMMON COUNCIL
OF THE CITY OF PLATTSBURGH, NEW YORK**

July 2, 2013

5:30 P.M.

MINUTES

Present: Mayor Donald Kasprzak, Councilors Tim Carpenter (W1), Mark Tiffer (W2), George Rabideau (W3), Jim Calnon (W4), Chris Case (W5), Chris Jackson (W6)

Absent: None

1. MINUTES OF THE PREVIOUS MEETING:

RESOLVED: That the Minutes of the regular meeting of the Common Council held on June 20, 2013 are approved and placed on file among the public records of the City Clerk's Office.

By Councilor Case; Seconded by Councilor Carpenter

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

2. PAYROLLS OF VARIOUS DEPARTMENTS:

RESOLVED: That the payrolls of the various Departments of the City of Plattsburgh for the week ending July 3, 2013 in the amount of \$ 290,921.74 are authorized and allowed and the Mayor and the City Clerk are hereby empowered and directed to sign warrants drawn on the City Chamberlain for the payment thereof.

By Councilor Case; Seconded by Councilor Calnon

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

3. REPORTS OF CITY OFFICES & COMMITTEE REPORTS:

- Report of Fire and Ambulance Responses for the week of June 20 – July 1, 2013
- Report from the Building Inspector's Office May 28 – July 1, 2013

RESOLVED: That the reports as listed are hereby ordered, received and placed on file among the public records of the City Clerk's Office.

By Councilor Rabideau; Seconded by Councilor Carpenter

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

4. CORRESPONDENCE & RECOMMENDATIONS FROM BOARDS:

- Navtours presentation.

5. AUDIT OF CLAIMS:

RESOLVED: That the bills Audited by the Common Council in the amount of \$ 189,717.95 are authorized and allowed and the Mayor and City Clerk (where required) are hereby authorized and directed to sign warrants drawn on the City Chamberlain for the payment thereof.

By Councilor Jackson; Seconded by Councilor Case
Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson
(All voted in the affirmative)

6. PERSONS ADDRESSING COUNCIL:

Brenda Towne 94 Cooper Drive spoke about the marina proposals and submitted her letter sent to the Mayor and Council on May 27, 2013.

Beth White 201 Champlain Drive a representative of Navtours read and submitted a statement regarding their marina proposal.

Andy Sajor 41 Trafalgar Drive spoke about the marina proposals and thought the decision should be postponed for the future Mayor and Council.

Bill Rowe 1 Coastland Drive spoke about the marina proposals in support of Plattsburgh Boat Basin.

Jake DeSnyder 251 Champlain Drive spoke about marina proposals is concerned thinks it needs to be explored further and decision made by new Mayor and Council.

Art Spiegel 154 Bluffpoint Drive a representative of Plattsburgh Boat Basin spoke about their marina proposal.

Dave Boucher 53 Johnson Ave Unit 20 spoke about the traffic light at the corner of Broad and Beekman. There is a dedicated left hand turn lane on both sides of Broad Street. I would like to see that traffic light upgraded to include a left turn arrow. Second parking enforcement outside of center city is basically nonexistent. He would like to see the Council creating 1 or 2 part time no benefit parking enforcement positions to enforce parking throughout the city not just center city. He would like to see the Council look in to creating part time loading zone where Irises has their parking spaces blocked off now with cement barriers, take 2 of the spaces during the winter from 8 am to 5 pm loading zones

7. OTHER ITEMS:

A. RESOLVED: In accordance with the request therefore the Common Council approves the 11th Annual Mayor's Cup Bike ride on Sunday, July 14, 2013. Starting from and returning to the CVPH

grounds via Prospect Avenue

By Councilor Tiffer; Seconded by Councilor Case

Discussion: None

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action: None

B. RESOLVED: In accordance with the request therefore the Common Council approves the City Chamberlain to revise capital project H7020.17 "2012 Recreation Facilities Upgrades" by reducing the funding of \$20,000 for a beach pavilion roof replacement included in this resolution, a Recreation Complex facility, and transferring that amount to the 2012 capital project resolution for Rec Complex facilities.

By Councilor Tiffer; Seconded by Councilor Calnon

Discussion:

Councilor Tiffer said this is not a new allocation of funds this is something that's in the budget we are just shifting it in line item.

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action: None

C. RESOLVED: In accordance with the request therefore the Common Council approves the City Chamberlain to revise capital project H7220.40 "2012 Rec Complex Facilities Upgrades" for increasing funding by \$70,000 for the Crete Bros. Gym Boiler/HVAC upgrade and by increasing by another \$20,000 funding for the beach pavilion roof replacement transferred from the 2012 Recreation Facilities Upgrades project resolution.

By Councilor Tiffer; Seconded by Councilor Case

Discussion: None

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action: None

D. RESOLUTION AUTHORIZING DELIVERY OF DEED TO STATE OF NEW YORK (SUNY)

Whereas, by deed recorded on June 8, 1960 in the office of the Clinton County Clerk in Liber 492 of Deeds at Page 461, the State of New York conveyed a parcel of land to the City of Plattsburgh for use as an electric substation, subject to a right of reverter which provides title will revert to the grantor if the premises cease to be used for such purpose; and

Whereas, in 2009 the City of Plattsburgh removed its electric substation from the premises and has been requested to convey the property back to the State of New York; now therefore, it is

RESOLVED: The Mayor is authorized to execute and deliver a deed conveying the above described premises to the State of New York.

By Councilor Jackson; Seconded by Councilor Case

Discussion: None

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action:

E. City Marina Proposal – Designation of Preferred Developer

Discussion:

Councilor Tiffer made motion to Table since there are many things left to be decided.

Councilor Carpenter asked if there is a timeliness matter to this do we need to make a decision so these entities can move forward or can it be tabled for any length of time.

Corporation Council John Clute said he has heard it suggested that it should wait till November. If it waits until November it is not going to happen in 2014. At some point you need to decide who you are going to talk about pursuing this with and then get in to the details. This is not a simple or a quick process it's not something you can do in 60 or 90 days so if you stop the process and wait until December or January to resume it then it's not going to happen before the 2014 boating season in my opinion.

Councilor Tiffer said it was not his intention to table it until November that's not a good decision. We've been waiting too long for this a decision has to be made. My intention to table this is so we have another 2 weeks so that we can discuss it.

Corporation Council John Clute said this is not a quick process and if you put it off by the time you resume the conversation and you actually figure out what it is you want and come to the terms of an agreement that is not a 30 or 60 day process it's probably more like 120 days these things take time.

Councilor Calnon said I also think that part of the decision making is to consider the other options that are out there. One of which is should this be a city marina. Our business is different than running marinas. But it's something that I think we need to take a look at I don't know that the LDC did that or not.

Corporation Council John Clute said I haven't totally given up on the idea of leasing it because I'd like to. But that was something that was considered. The reason that we went this route was it seemed

to be legally the only safe way to do it without putting somebody else's or our own investment at risk in this transaction.

Councilor Carpenter said there's a small area where the two proposals mesh together. But for the most part one of the entities is more interested in developing the lake itself moorings dockings stuff like that. The other entity was more inclined to develop the lakefront and their vision went in that direction. Was there any talk with LDC or is there potential to work out an agreement whereby both entities could benefit. They both give up a little bit of their entire proposal but there's room for them both there in my opinion. That's really the direction I'd like to go.

Corporation Council John Clute said the economic engine that drives this whole concept and would spur water front improvements and recreational activities is really the revenue from the marina. Both parties want to develop a marina facility that includes slips and moorings. In conjunction with that they want make improvements to the building that exists there to accommodate the people that use the waterfront down there not just the customers in the marina. Both of them, to different degrees, have expressed if not an interest at least a willingness to help develop or manage some of these other land based recreational activities. I don't think there's a lot of difference in how they are going to use the property.

Councilor Rabideau said he doesn't feel they should be forced into voting today or next week. He thinks it is up to this Council to decide what they want to do. He does feel they should saddle a new Mayor and another Council with a decision they make that they have to live with. I'm prepared to vote on which particular group I feel has the better proposal.

Mayor Kasprzak if the choice is to table then don't table it for 2 or 4 weeks. This Council has had an awful long time to review all of this for many months. As a matter of fact Mr. Spiegel brought this to us a year ago about possible potential down there. This either needs to be tabled for the future discussions or there needs to be a decision. It is not fair for the folks out here to wait another 2 weeks when we've all had ample time and opportunity to ask questions. So if you are going to table it then it should be with a future date with the input of a new Council. Other than that he doesn't see any sense whatsoever in doing it for 2 weeks. He thinks it's absolutely ridiculous and it's unfair for the people involved.

Councilor Tiffer made motion to designate Navtours as the preferred developer

Discussion:

Councilor Tiffer said this isn't an easy decision. His main reason for picking Navtours over Plattsburgh Boat Basin is offering something different. They're offering service we currently do not have in the City. They are also expanding the services and the amenities for residents in our city they really want Kayak sales and bicycle rentals and other services we really don't have existing in the city. After reading both proposals he had to go for Navtours and that's the reason why I decided on them.

Councilor Carpenter said he's uncomfortable with Navtours for a couple of reasons. He really wishes we could come up with a way that both of these entities could profit out of this. One of the

things with Navtours is that there will be an investment from the city. It says that the city has to come up with the docks and Navtours is merely going to manage it he's uncomfortable with saddling this city with increase costs. For him Navtours centered a lot more on the lake shore then it did the lake. For those reason I am voting no.

Councilor Rabideau said he was looking back at the amount of money. There's a loan in which Navtours is going to pay back the city about \$14,400 over a period of a years. Marina alone refund to the city, royalty percentage of \$10,700 being paid to the city which is 10% of their gross revenue. And then you have one of the options Plattsburgh Boat Basin has and that involves \$60,000 back to the city versus what Navtours is going to be paying back to the city. Plus Plattsburgh Boat Basin indicated they would pay for the dock, rebuild the building. They'll have the vision that he's sure someone else sees. Well we've seen visions before in the City of Plattsburgh. The point is we're dealing with a local business. These are 2 local men that have been in business for years. If we have a problem we go down and talk to them. We're moving this toward someone who is established in the city, work in the city. Built up the marina from the yacht club that used to be down there which was a small building to a nice restaurant. Redid the dock area with cement and made it look like it is today which is a nice marina. It all boils down to do you support local business people, he does. I would have to go with the Plattsburgh Boat Basin and voting no if its Navtour.

Councilor Calnon said one thing we need to remember is we're talking about starting the development process we're not talking about making the final decision tonight. It was a good idea to deal with this tonight because we're not binding the hands of a future council. As the plans mature we will end up with a contract that reflects some of what this Council wants and some of what the next Council wants. And the next Council will probably be the one that actually implements it. So he thinks that it is important that we take this step tonight and we make a decision. As he read everything and listened now 2 or 3 times, he really got the sense that Plattsburgh Boat Basin was very good at getting people from the water to come to the land. When he read the Navtours proposal he thought that they were doing a better job of trying to provide a way to get people from the land to the water. A little bit like what Councilor Carpenter was talking about he thinks that these 2 businesses can really complement each other. His praise of the private sector earlier is enhanced by the fact that the reason the private sector works so well is because of competition. From the competition it may very well do the best job for us on the docks and so I'm probably going to support this resolution.

Councilor Jackson said this is a difficult decision. Something has got to be done about that water front. We put in the docks but we haven't been a good manager of the docks. It was probably the impetus for putting out this RFP. He likes variety as well. This is a vote to open discussion and move towards a future plan. All the things that were mentioned by the public tonight are absolutely true. There's all kinds of things that need to be done down there that we just have not been able to do. He tends to think that variety is a good thing so he is going to support this.

Councilor Case said after 2 ½ years he simply wants to move forward with the process. And do what he can while he is here and pass it on to the next Council. He just simply thinks that we just need to do something.

Councilor Carpenter said he agrees that we need to do something and in that respect, he would like to make a motion that we amend the motion in front of so that we include a way to work with both

entities and see if we can find a partnership and take the best out of both ideas and work it together.

Motion to amend by Councilor Carpenter; Seconded by Councilor Rabideau

Discussion:

Councilor Calnon said he is opposing this amendment for the simple reason of the idea behind this was to select someone to negotiate with. If in the negotiations with one of these businesses they want to propose a partnership or collaboration with another business. Then let that private business reach that let's not force that on them. So I'm going to oppose the amendment. Actually part of the written comments from Navtours that ran over the 5 minute limit was their final paragraph which said "We are thrilled that the other proposal comes from the Plattsburgh Boat Basin and that our two great companies, with such history of working together, will continue to work and grow side by side." So he thinks there is already some impetus for cooperation there. So he would rather let them work that out. Again, that's really not our business it's theirs.

Councilor Jackson said he totally agrees and doesn't think we can force 2 companies to work together. If there is a history of collaboration it will develop through this process.

Councilor Carpenter said he agrees we can't force them and we shouldn't force them but we should at least give them the opportunity. He sees an awful lot of value in both proposals. The thing that sticks out in his head is Navtours is much more of lake shore stuff, whereas the Boat Basin proposes much more of the lake stuff. They already have the infrastructure with Plattsburgh Boat Basin. All they are going to do is add moorings and docks that we don't have to buy. We talked about not saddling a future council with the decisions we make. By attempting to work out an agreement with both companies then we allow the future to decide which one they prefer. This gives us the biggest amount of difference in the proposals and the vision of the 2 companies. He thinks it makes a lot of sense.

Mayor Kasprzak said for the record he disagrees with that.

Roll call on motion to amend: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson (Councilors Carpenter and Rabideau voted in the affirmative. Councilors Tiffer, Calnon, Case and Jackson voted in the negative).

ACTION TAKEN: Defeated

City Marina Proposal – Designation of Preferred Developer

Whereas, The Common Council previously resolved to explore the possibility of developing a municipal marina on city lands at the easterly end of Dock Street and to lease an existing building and requested the Lake City LDC, Inc. to solicit and evaluate proposals from developers for the establishment and operation of a marina facility; and

Whereas, the Lake City LDC, Inc. has submitted its report to the Common Council which was considered and discussed at work session of the Common Council held on June 27, 2013; and

Whereas, to determine whether establishment of a city marina should be undertaken it is necessary for the City, in conjunction with a developer, to study the concept in greater detail; and

Whereas, to encourage a developer to invest time and resources to refine the marina concept, it is necessary designate a preferred developer; now therefore,

IT IS RESOLVED that NAVTOURS is designated as the preferred developer; and it is further

Resolved: This designation is made for the sole purpose of refining the concept of a city marina so that the Common Council can properly evaluate the public benefit, economic feasibility and environmental impacts of a city marina; further

Resolved: The environmental impacts of city marina concept shall be reviewed under the State Environmental Quality Review Act at earliest possible stage in the study process and the Common Council hereby elects to act as Lead Agency for the purpose of such review; further

Resolved: The designation of a preferred developer is for the sole purpose of refining the marina concept. It is not a finding or representation that the City will develop a city marina, or that it will enter into a contractual relationship with the preferred developer on the terms set forth in the proposal made to the City.

By Councilor Tiffer; Seconded by Councilor Case

Discussion:

Councilor Calnon said he wanted to thank the LDC for the hard work on their part as well. And recognize that this motion does in fact implement their recommendation. We really need to remind ourselves going forward that part of this process will probably entail our honing our vision for the entire waterfront from the beach to the old base marina. We really do need to take a look at over the course of developing a concept and ultimate contract with anyone. Really the kinds of master plan ideas that may be raised and the real detail vision for what we're expecting throughout. Use each of those water front exposures to their best advantage based on a whole host of things. And we end up staying involved in this process quite a bit through the life of this Council and well in to the next.

Councilor Jackson said this is basically the first step in developing our future. We're making no commitments to any particular proposal at this time. He agrees with Jim it can't be just the end of Dock Street we have to look at everything. This is something that the Infrastructure committee will be looking at.

Councilor Tiffer said he thought Jim Calnon actually made a good point about talking about a master plan. It's really difficult to gauge individual projects without having the full scope of how it's going to impact all developments in the city. He thinks even beyond just the water front it needs to be the entire city. All our marketable land, any Brownfield, areas that we need to develop he thinks it's really critical. We're at the end of our term, but, for Councilors and Mayors of the future they need to have some kind of road map a guide to better understand how future developments are going to be incorporated in the city and be part of the master plan.

Councilor Carpenter said he is going to vote no. But that vote definitely doesn't mean that he doesn't want this area developed or he's not looking forward to the future. He just really thinks that we should have been able to use both corporations and everyone could have benefited from it.

Mayor Kasprzak said he wanted to thank John Clute, the LDC and the folks here for their efforts and their interest. It's been a time consuming process for everybody involved. I appreciate it and I really truly mean that.

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson
(Councilors Carpenter and Rabideau voted in the negative. Councilors Tiffer, Calnon, Case and Jackson voted in the affirmative).

ACTION TAKEN: Adopted

Follow up Action: None

F. RESOLVED: In accordance with the request therefore the Common Council approves Bid No. 2013-5-3 "Replacement 46/115kV Transmission Line Construction" be awarded to Northline Utilities LLC in the total amount of \$549,824.

By Councilor Jackson; Seconded by Councilor Case

Discussion: None

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action: None

G. RESOLVED: In accordance with the request therefore the Common Council approves Bid No. 2013-5-2 "St. Lawrence 1 and St. Lawrence 2 Substation Upgrades -46kV Breaker Replacement Construction, Phase 2" be awarded to M.Scher & Son, Inc in the total amount of \$287,400.

By Councilor Jackson; Seconded by Councilor Rabideau

Discussion: None

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action: None

H. Motion to waive rule 4 for initial consideration "Resolution-Authorization to retain professional services for NYS Grant application. Resolved: The Mayor is authorized to retain the professional services of a firm or individual with experience in preparing New York State Consolidated Funding Applications at a cost not to exceed \$10,000 dollars. The Mayor is authorized to select a consultant; fix or approve the terms for consultant compensation; select or approve the projects for which applications will be filed."

By Councilor Tiffer; Seconded by Councilor Jackson

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)
ACTION TAKEN: Adopted

Resolution-Authorization to retain professional services for NYS Grant application.

Resolved: The Mayor is authorized to retain the professional services of a firm or individual with experience in preparing New York State Consolidated Funding Applications at a cost not to exceed \$10,000 dollars. The Mayor is authorized to select a consultant; fix or approve the terms for consultant compensation; select or approve the projects for which applications will be filed.

By Councilor Tiffer; Seconded by Councilor Calnon

Discussion: None

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

ACTION TAKEN: Adopted

Follow up Action: None

8. TRAVEL REQUEST: None

9. RESOLUTIONS FOR INITIAL CONSIDERATION:

1. Request from Jennifer Allen ROTA Gallery & Studios through the Adopt-A-Spot Program to adopt the loop area behind walking rail in Westelcom Park.

Councilor Tiffer added:

2. Resolution-Authorization to retain professional services for NYS Grant application.

Resolved: The Mayor is authorized to retain the professional services of a firm or individual with experience in preparing New York State Consolidated Funding Applications at a cost not to exceed \$10,000 dollars. The Mayor is authorized to select a consultant; fix or approve the terms for consultant compensation; select or approve the projects for which applications will be filed. **(Move to agenda under "Other Items" Letter H)**

10. NEW BUSINESS:

Councilor Tiffer said he had an incident with a bat at his house 2 weeks ago. He called Jim Burgess from animal control and he was professional, he was quick. He came in and took care of the incident. He gave me some information on how to prevent it from happening again and he gave information to contact the Health Department. If he received the services that our city residents receive then he is definitely worth the payment that we are giving him.

Mayor Kasprzak said Mr. Burgess is a very good person and very good at what he does thank you for mentioning that.

Councilor Jackson wanted to wish everyone a Happy 4th of July.

Mayor Kasprzak said he hopes the weather is good for the 4th of July. The festivities will be downtown and he hopes everybody comes down and enjoys them.

Motion to Adjourn by Councilor Jackson; Seconded by Councilor Tiffer

Roll call: Councilors Carpenter, Tiffer, Rabideau, Calnon, Case, Jackson

(All voted in the affirmative)

MEETING ADJOURNED: 6:35 pm

To The Editor:

May 27, 2013

City Development officials have made Plattsburgh a better place for everybody with the constructions at Wilcox Dock, the Saranac Riverwalk and the City Dock Park and Launch. However, their move to limit the City Dock Marina to boats over 30 feet is more than just a snub to smaller boat owners on Lake Champlain. The majority of long time boaters here have never owned a boat 30 or over but we are the locals. We are the year-round supporters of the community with our commerce, our volunteer work and our community spirit in good times and bad. Despite all that, the city chooses to allow a study by the Army Corps of Engineers to be the arbiter of policy for the Plattsburgh waterfront.

The thinking is that because transient owners of bigger boats spend bigger bucks on gasoline, supplies, food and beverages in their one or two day stop-over in our area the city docks should be reserved for their use only.

A caring community is evidenced by its egalitarian structure. It is an inclusive model. Do we want our City Dock Marina to reflect the best of what we value as a people or are we really willing to allow a quick-stop elitist boat park built on the dream of snagging a few extra dollars to speak for us? Join me in making your feelings known to city development officials while there is still time.

Brenda Towne

94 Cooper Drive

Plattsburgh, NY 12901

518-563-1884

Brenda Towne asked that this letter be entered
into the minutes 07/02/13.

Beth White: Read and Submitted into
Minutes 7/2/13

Good afternoon Mayor and Councilors,

My name is Beth White and I have worked for Navtours in Plattsburgh for over three years. The past two years, I have worked as Base Manager in Plattsburgh. In addition to my work for Navtours, I am also a full-time French teacher at Saranac Central School and a lifelong resident of Plattsburgh and avid boater on Lake Champlain.

~~My initial intention of working for Navtours was to have a summer job working with sailboats, being on the lake, and practicing my French with our charter clients from Quebec.~~

~~However, as I became more involved in the business aspect of Navtours, I quickly realized that this company has lots of potential for growth and expansion within the city of Plattsburgh which can be mutually beneficially to the city's economy and the region as a whole.~~

Our company is at the exciting point of expanding our services offered in Plattsburgh on Lake Champlain, which can be mutually beneficial to the waterfront development desired in Plattsburgh and the mission of our company.

Please allow me, on behalf of Navtours company owners, Yanik Aube and Bruno Lemieux, to give you more background information about Navtours.

The Navtours headquarters are located in Montreal but the company has ~~and has~~ been operating sailboat charters on Lake Champlain and in the Bahamas for the past fifteen years.

The Navtours' fleet of charter sailboats on Lake Champlain consists of 20 boats of 30' and up.

These sailboats are ~~then~~ rented to the general public for the purpose of recreational sailing and enjoyment of the lake.

Navtours is a rapidly growing business, incorporated in New York, with a wealth of experience and expertise in marketing and managing destination sailing and boating bases here on Lake Champlain and in the Bahamas.

Why Navtours and the City of Plattsburgh?

Some have questioned why should a company headquartered in Quebec help the city develop the waterfront of Plattsburgh?

Please remember the economies and cultures of New York and Quebec have always been linked.

Today, we trade in tourism and services, but the economies of our two homes are no less dependent on each other than they were 400 years ago (when we traded in fur and timber??).

Navtours' interest is in continuing this great tradition of international commerce on the lake and sharing the prosperity it brings with the city of Plattsburgh.

II. Our Vision – Two Proposals – Two Visions (Marina and Dock Street Landing Building)

First: Plattsburgh Community Marina

Once the city has installed its docks, Navtours will provide the city with the following marina management services:

- Dock Management/Maintenance
- Mooring Management/Maintenance
- Transient Docking Management especially during Fishing Tournaments
- Parking Lot Management – including the enforcement of the city's policy of no overnight parking and expanding the number of handicapped accessible parking spaces to exceed local and ADA requirements.
- Facilities Upkeep – Bathrooms in the renovated Dock Street Landing Building will provide public restrooms
- Waste Pumpout from boats

On water recreational activities offered by Navtours open to the general public in conjunction with the marina include:

- ~~Sailboat~~ Sailboat charters both ~~bareboat~~ and skippered
- Captained Sailboat ~~day trip~~ day trips ~~per diem~~
- Sailing lessons – ASA Sailing School
- Adaptive & Therapeutic Sailing Programs

Comment [N1]: You may need to define this

Second: Dock Street Landing Development

To complement its charter sailboat operations, Navtours will offer the following services itself or partner with experienced local residents who would be able to provide:

- Kayak, canoe, & paddleboard rentals, lessons, and tours
- Bicycle rentals and tours – Marina visitors can use these bikes to shop downtown and take advantage of Plattsburgh's numerous bike paths.

Café on the Lake

Namtours' vision for the Café on the Lake includes an elegant, gourmet café which will be the perfect place to bring the family for an affordable meal or a snack on the waterfront for breakfast, lunch, or dinner.

The preliminary café menu will include a selection of salads, wraps, sandwiches all made from with fresh gourmet, locally grown ingredients from local farmers and food producers.

The café will also feature a complete dairy bar with soft serve ice cream, fruit smoothies, and milk shakes.

A large grill will also be installed outside to be used for special events like fishing tournaments, Mayor's Cup, and the Battle of Plattsburgh events.

Navtours will certainly optimize this café and meeting space located at the Dock Street Landing to really offer the community of Plattsburgh a special place to be during the summer months!

III. Financing and Revenue Sharing

The financing in our proposal met the requirements requested by the City of Plattsburgh.

The fees collected from slip and mooring rentals, should more than cover the cost of the debts incurred by the city with remaining amounts being sufficient to cover the operating costs of the marina.

Navtours' proposed terms of funding, investment and financing will pay the city a reasonable rate of return in exchange for the concession to run the marina.

As we move forward in the development of the **Dock Street Landing Building**, Navtours is open to exploring other sources of funding from the public and/or private sectors.

V. Marketing – An invaluable resource

Every season, approximately 2000 people from mostly the Montreal area, the Northeastern U.S. and Canada, and occasionally from other countries come to Plattsburgh for Navtours sailboat charters.

To reach its target market, Navtours uses the following marketing plan to attract its customers to Lake Champlain:

Bilingual website in French and English, Direct Mail Marketing, Billboard Advertisement , and Television

Our marketing efforts will continue, which will only benefit the city of Plattsburgh's economy by attracting additional visitors with our marketing efforts.

V. In Conclusion

The City of Plattsburgh needs to incubate economic development any way it can.

- The city needs jobs.
- It need tax revenues.
- It needs property values to go up.
- It needs to attract visitors and spending from outside of Clinton County.
- It needs to better benefit from the access to the lake it controls.

These are not opinions. These are truths about the city we all share a love for.

Developing the City Marina will provide all of those things. There are other truths we need to consider. Smart development, especially of fragile lakeshore property, takes time to study the possibility and develop properly. Developing a positive public/private partnership requires trust and shared risk.

We realize that the Common Council and the City have two very different proposals to choose from.

We are thrilled that the other proposal comes from the Plattsburgh Boat Basin and that ~~our~~ ^{are} two great companies, with such history of working together, will continue to work and grow side by side. More than anything, though, we urge the City and the Council to select a proposal and move ahead with the study. Do not delay.

Delaying only pushes the city's ability to capitalize on its lake access in to the future. It delays job creation and tourist revenues. It delays the ongoing revitalization of the waterfront and the City. **Instead, use the power and oversight this Council is endowed with to ensure the development happens now, without delay, and to the benefit of all.**

New York
On behalf of all the Navtours employees in NY and beyond, thank you for the opportunity to speak to you tonight. We welcome any questions you may have.